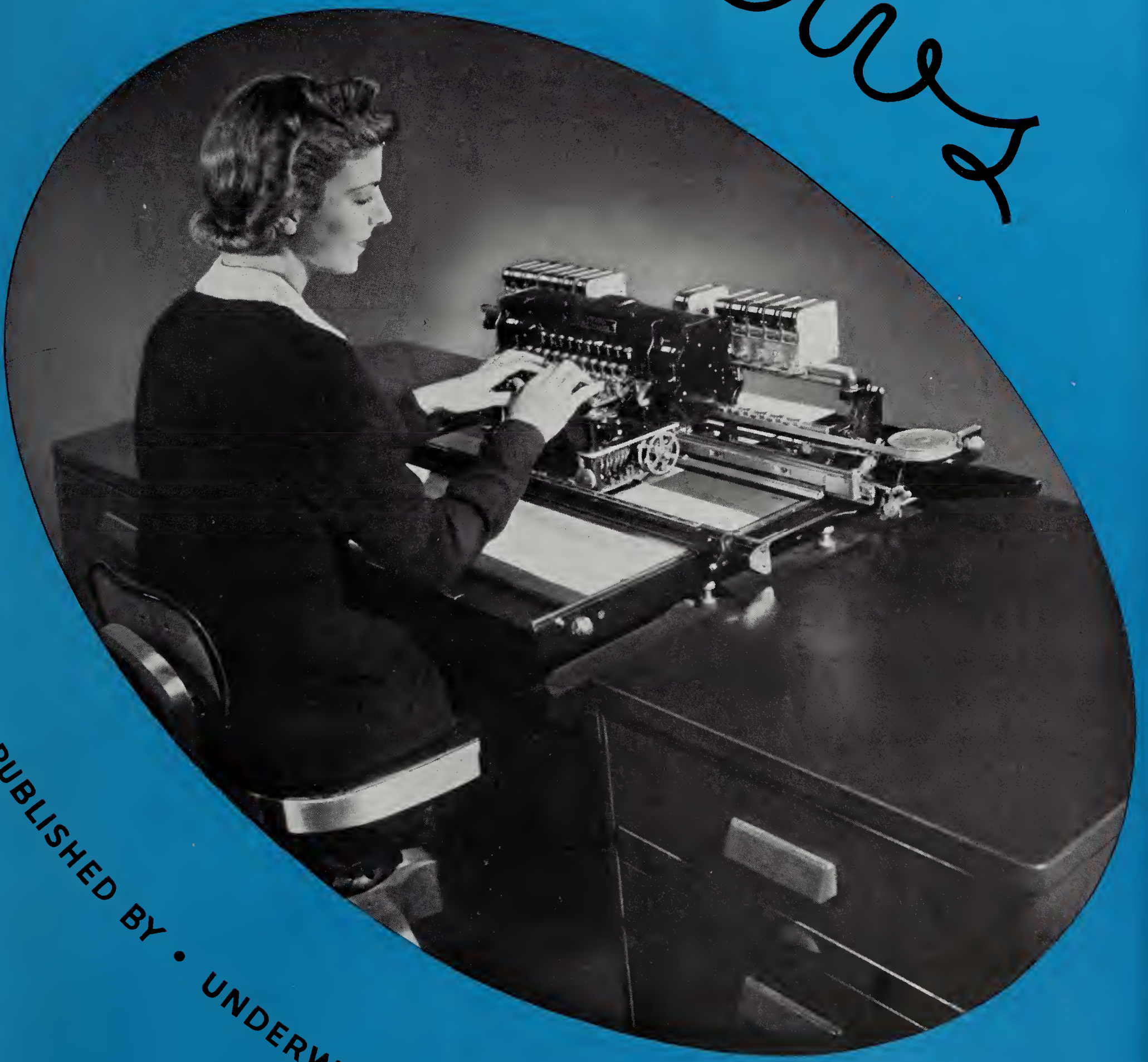
JUNE 1937

UEF news



PUBLISHED BY • UNDERWOOD ELLIOTT FISHER COMPANY • NEW YORK

Mr. M. S. Eylar in his office at One Park Avenue.

Editorial

THE late J. P. Morgan once was asked what he considered to be the best collateral. He replied with one word: "Character." That tells more than countless words of elaborate description. Character must be achieved. It is not inherited. It cannot be picked up in school along with arithmetic and history. It is fashioned through years of meeting life and its problems unflinchingly face to face. Good character, therefore, is an attainment as great as any other life work.

On June 7th, at the General Offices at One Park Avenue, there was an air of intensity, of expectancy. Being of an inquisitive nature, we set out to inquire as to what was up. Then the news popped. "Mr. Eylar is due back this morning." Every one from office boy to department head was eager to welcome Vice President Eylar on his return to the office after being away almost a year. Such interest can be charged to only one virtue, and this is summed up in the word character. If you had read any or all of the many telegrams which were sent to Mr. Eylar when he landed in San Francisco you would appreciate exactly what we mean. From every corner of the United States messages of greeting and confidence were sent to Mr. Eylar. Each message expressed between the lines a token of esteem, respect and regard.

It is indeed a splendid tribute to a man's character when so many persons in the Organization are eager to show their esteem through their eagerness to welcome him back.

Executive Vice President Stowell said, in a letter to the Field: "I realize how keenly Mr. Eylar is going to appreciate a great month's selling record for May." Mr. Eylar is a man of few words, and in his "homecoming" letter to the selling organization he said, "What a grand and glorious feeling to be back in the good old U. S. A. after nearly a year of travel in foreign countries! And best of all were the wonderful messages I received from nearly one hundred good friends like yourself."

Your excellent performance in May was a personal tribute to the Vice President, and it said sincerely: "Welcome back, Mr. Eylar."

UEF news

VOLUME 4 NUMBER 12

JUNE, 1937

June, the sixth month, hath 30 days; is named after Juno, in whose honor a festival was celebrated at the beginning of this month. The Queen of Heaven was worshiped by women because she presided over marriages.

Andrew Cerruti, *Editor*

Family Magazine of
Underwood Elliott Fisher Company

Published monthly at
One Park Avenue, New York, N. Y.

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Eylar Welcome Home Group

San Francisco, California
May 26, 1937

READING FROM LEFT TO RIGHT, FRONT ROW—J. C. Young, W. M. Coffman, Mrs. F. F. Wright, Mrs. M. S. Eylar, M. S. Eylar, T. H. Spencer, J. J. Deveney, E. F. Fall, D. O. Bassett, George S. Walker.

READING FROM LEFT TO RIGHT, SECOND ROW — A. G. Walsh, R. K. Rasch, W. J. Sherry, J. C. Harvey, M. O. Sterud, L. W. Pickler, G. E. Fiscus, J. A. Johnson, H. Zimmerman, L. A. Weitz.

READING FROM LEFT TO RIGHT, THIRD ROW — O. F. Hall, George J. Longueville, F. W. Otto, W. Wankowski, A. M. Barnhill, A. N. Gaw, C. F. Hickerson, F. F. Wright, Jr., J. L. Brown, R. E. Lewis, J. W. Carrell, N. P. Berson, Wm. Bryant, A. E. Bates, J. H. Young, C. P. Troyer.

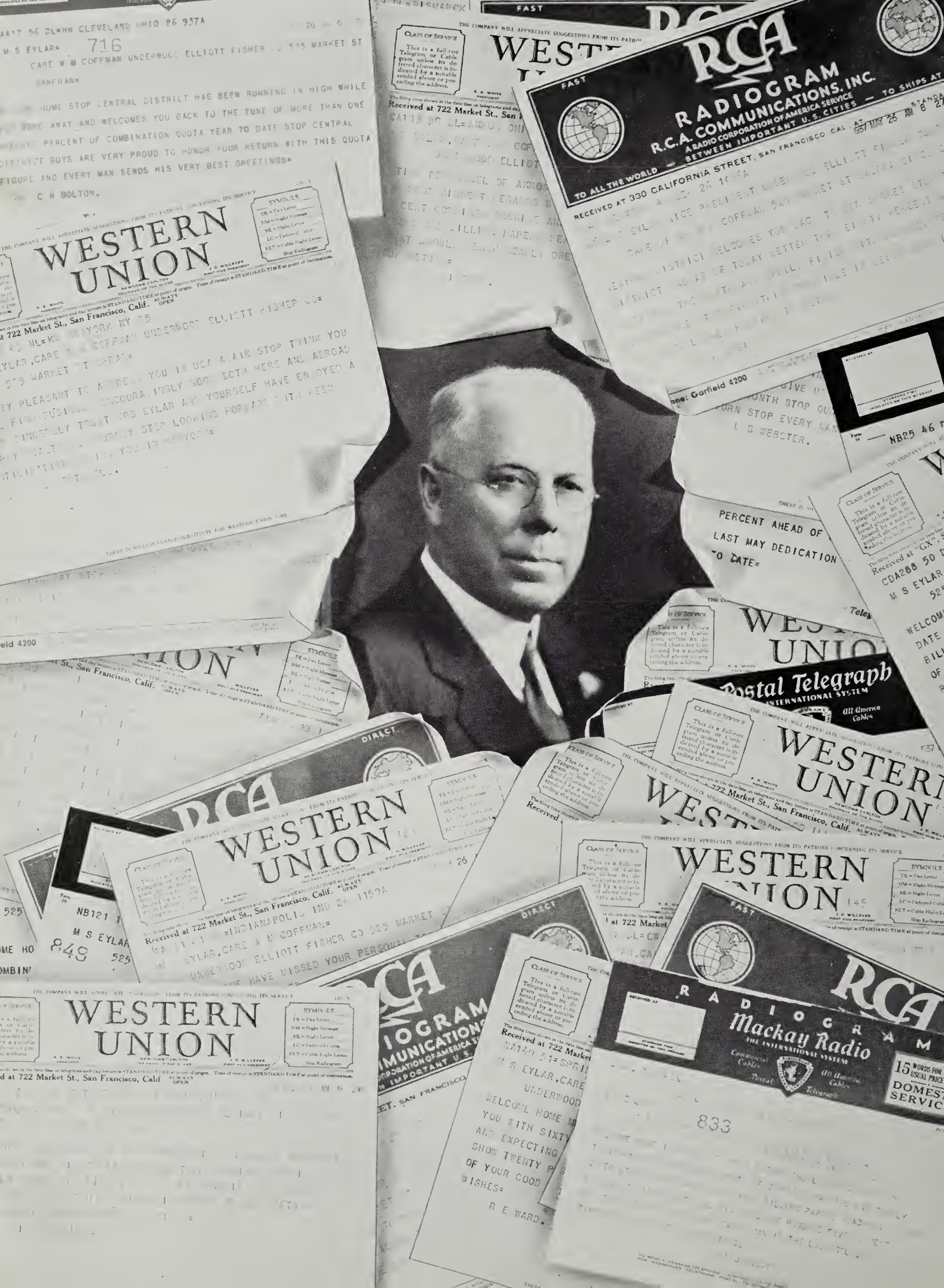
Welcome Home, MR. EYLAR!

ABOARD the Matson liner, Lurline, steaming into San Francisco harbor on the morning of Wednesday, May 26th, arrived Mr. M. S. Eylar, vice president, accompanied by Mrs. Eylar, completing one of his many world cruises as Underwood Elliott Fisher Company's Ambassador of Good Will. With face wreathed in smiles and a coat of sea tan, Mr. Eylar was met at the dock by a large delegation from the Pacific District. The group was headed by Mr. L. W. Pickler, Spokane branch manager, who, by winning the Pacific District's "Eylar Welcome Home" sales contest, was rewarded with a free round-trip to San Francisco, and was designated as the official greeter or "gladhander."

As Mr. and Mrs. Eylar came off the ship, completing a trip during which they visited 53 foreign countries and crossed the equator four times, they were accorded a most enthusiastic welcome home. First to shake hands with our distinguished travelers were Mr. Pickler, Mr. W. M. Coffman, Pacific District Manager, and Mr. J. C. Young, San Francisco Branch Manager. Managers Johnson of Los Angeles, Walsh of Sacramento, Weitz of Fresno and many others in turn grasped the hand of the "Dean of the Office Machines Industry," who appeared supremely happy to again stand on American soil, with his smiling hello Bill, Cy, Art, Frank, Jim—calling all by their first names or nicknames.

After luncheon, Mr. Eylar addressed a large and enthusiastic meeting of managers and salesmen in the branch office auditorium. Manager Young introduced District Manager Coffman, who in turn introduced Mr. Eylar as the "Dean of the Office Machines Industry."

Mr. Eylar, always an entertaining and enlightening extemporaneous speaker who can delight his audiences with recitations of his world experiences, business conditions—past and present—with occasional shafts of wit, humor and sound advice, was at his best, and regaled his listeners with valuable information regarding the office machines industry abroad and at home, and more especially the progress of Under-



WESTERN UNION
RCA
RADIOGRAM
R.C.A. COMMUNICATIONS, INC.
A RADIO CORPORATION OF AMERICA SERVICE
BETWEEN IMPORTANT U.S. CITIES
TO ALL THE WORLD
RECEIVED AT 330 CALIFORNIA STREET, SAN FRANCISCO CAL.
Postal Telegraph
INTERNATIONAL SYSTEM
All America Cables
Mackay Radio
THE INTERNATIONAL SYSTEM
Commercial Cables
Postal Telegraph
All America Cables
PERCENT AHEAD OF
LAST MAY DEDICATION
TO DATE=
Received at 722 Market St., San Francisco, Calif.

wood Elliott Fisher Company. His address was replete with words of optimism, and encouragement to managers and salesmen alike.

During his discourse, Mr. Eylar frequently was interrupted by Western Union and Postal Telegraph messengers with telegrams, which came from all over the land, with cheering words of welcome home, and conveying the glad news of quota shattering accomplishment everywhere in honor of our Vice President.

Finally the speaker's table was piled high with these telegrams and, at the conclusion of his splendid address, Mr. Eylar and two assistants were kept busy for an hour or more in opening and reading the telegrams, each demonstrating the high esteem in which Mr. Eylar is held by all.

—George S. Walker.

•

ALL STAR ★ NEWS ★

Sixteen Men Join Club

The year 1937 is about half over. We are glad to report that membership in the 1937 UEF All-Star Club already has mounted to include 16 men.

We congratulate these "early birds."

B. H. Moreland, New York (AA)
W. F. Arndt, Chicago
R. M. McCleary, New York (AA)
P. N. Sea, Chicago
W. J. Modrack, Detroit
B. B. Horwitz, New York (AA)
L. P. Bahan, New Orleans
E. P. Ryan, Chicago
M. D. Sawrey, New York (Type.)
C. Lamar, New York (Type.)
F. W. Otto, San Francisco
G. L. Hamilton, Pittsburgh
W. D. Johnson, New York (Type.)
H. C. Hart, Houston
W. C. Berg, Pittsburgh
H. J. Mitchell, Jr., New York (Type.)

Sales Spurt . . .

ENDS FIRST MONTH OF FIELD DAY CONTEST!

Come and Get It!
Yes, It's REAL Money!

EVERY man on the selling line likes the idea embodied in the UEF Field Day Sales Contest. This unusual sales fete got off to a good start and the end of May showed the line-up in the various groups as follows:

Q
LOS ANGELES
NEW YORK (A.A.)
CHICAGO
WASHINGTON

U
OKLAHOMA CITY
NEW ORLEANS
HOUSTON
CINCINNATI

O
SEATTLE
DENVER
HARRISBURG
JACKSONVILLE

T
PORTLAND, ORE.
BIRMINGHAM
LOUISVILLE
SACRAMENTO

A
SPOKANE
ROCKFORD
DAVENPORT
SALT LAKE CITY

The UEF Field Day Sales Contest was given added impetus by the arrival of Mr. M. S. Eylar after being away for almost a year. The welcome home celebration for the Vice-President in the form of extra sales effort was a splendid tribute and a genuine inspiration to greater effort in this unique sales contest.

Days of sales activity are still ahead. One big order or a group of small orders can change the entire line-up. There is real money in the "kitty." The total of $2,000 and the amount allotted for your group as first and second prizes is ample to warrant a gala day of real fun and enjoyment at the end of the contest.

Do your part to help your Branch Office win a cash prize in the UEF Field Day Sales Contest!

1

2

3

4

Speed!

1. George L. Hossfield tells students some of his tactical typewriting tips.
2. Remo Poulsen is a two-fisted typewriter puncher.
3. Barney Stapert is the original two-typewriter speed merchant. He divides his demonstrating time between schools where he uses the Standard, and Department Stores where he writes on the Portable.
4. Grace Phelan, graduate of Duquesne University, who has joined our speedsters.
5. Chester Soucek, accompanied by Albany Branch Manager McMahon, demonstrated to group of General Electric typists at the Schenectady Works.
6. Chester batted out 122 words a minute on an Underwood Portable while traveling forty miles an hour in a new Dodge with J. A. Johnson, Los Angeles Branch Manager.

5

6

S-P-E-E-D *On Parade!*

By W. H. Blaney, *School Sales Manager*

THROUGHOUT the United States unusual interest has been shown in the speed typewriting demonstrations given by our champion and expert typists. George L. Hossfield, Barney Stapert, Remo Poulsen, Chester Soucek, and Grace Phelan attracted attentive crowds wherever they exhibited their prowess on "the machine of champions."

The following brief summary of about five months' travel proves the effectiveness and the good will and publicity value of expert typewriting demonstrations!

	RR Miles Traveled	Schools Visited	Commrcl. Dems. Bus. Shows & Conventions	Total Attend.	Radio Broadcast	Newspapers Giving Publicity
George L. Hossfield....	12,015	235	9	119,920	2	31
Barney Stapert*	8,830	24	20	46,250	4	
Chester Soucek	9,941	375	42	136,286	3	90
Remo Poulsen	8,040	237	24	90,252	7	56
Grace Phelan	3,759	177	8	46,692	1	24
Grand Total	42,585	1,048	103	439,400	17	201°

* Time divided between Department Stores demonstrating Portables and schools demonstrating the Standard machine.

° It is interesting to note that the cash value of the free publicity space is worth approximately $7,500.00.

Contest Activities

A great deal of interest is being shown throughout the country in typewriting contests. It is gratifying to know that the winners of these contests are establishing their records on Underwood typewriters.

Connecticut

Under the auspices of the Connecticut Business Educators Association a state typing contest was held in Waterbury at the Wilby High School.

We are glad to report that in the six sectional contests Underwood operators won five first prizes:

The results were as follows:

TYPEWRITING I

HIGH SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

	NAME	SCHOOL	NET	W.P.M.
Gold Pin	Anna Ponilitis	Ansonia	57.6	Und.
Silver Pin	Mildred Spak	Ansonia	46.6	Und.
Bronze Pin	Penelope Ganatsin	Central High	45.6	Und.

PRIVATE SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

Gold Pin	Arlette Fexido	Stone	56.5	Und.
Silver Pin	Annette Slade	Moody	56.2	Und.
Bronze Pin	Mary Coleman	Stone	48	Und.

TYPEWRITING II

HIGH SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

Gold Pin	Rose Wojack	Ansonia	70	Und.
Silver Pin	Irma Kovais	Ansonia	68	Und.
Bronze Pin	Marjorie Morse	Litchfield	55	Und.

PRIVATE SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

Gold Pin	Polly Fogliati	Moody	72.6	Und.
Silver Pin	Janice Clark	Moody	67.4	Und.
Bronze Pin	Lillian Taylor	Stone	56	Und.

TYPEWRITING III

HIGH SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

Gold Pin	Virginia Roberts	Wilby	62.2	Comp.
Silver Pin	Margaret Dahm	Ansonia	60.8	Und.
Bronze Pin	Louise Maggio	Enfield	55.2	Comp.

PRIVATE SCHOOL SECTION

TEAM PRIZE—SILVER CUP—STATE CHAMPION

Gold Pin	Margaret Infantino	Stone	59.4	Und.
Silver Pin	Lillian Gibson	Short Secretarial	54.8	Comp.
Bronze Pin	Helen Bogydanowicz	Stone	48.9	Und.

Missouri

Unionville and Lancaster won first places in typing events in the recent two-day Missouri State Typists Association District Contest.

In amateur typing, Unionville was first, Brookfield second, Edina third and Hannibal fourth.

Lancaster won novice typewriting with Unionville second and Brookfield third. The winners used Underwood typewriters.

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Oregon

The nimble fingers of Miss Carolyn Means, of Redmond High School, earned for her the title of 1937 Oregon State Champion Typist. She won the title and was awarded a gold medal by writing 76 net words a minute at the annual contest conducted by Oregon State College at Corvallis. Miss Means scored 630 points. This is the highest number of points ever scored by an individual in the State Contest.

Second place was won by Miss Hazel Clark. Miss Clark was awarded a silver medal by scoring 560 points when she wrote at the rate of 56 net words a minute.

Heppner, Oregon, high school won the County Typing Contest and Ione made the best individual record when Morrow county high schools recently competed in their annual contest at the Heppner high school.

Striking the keys of his trusty Underwood to the tune of 56 net words a minute, Walter Lundell of Ione High School won first place and a pennant for his school.

Ruth Green of Heppner was a very close second with 55 words a minute and Mae Edmundson of Heppner came in third with 46 words, thus giving the Heppner team the prize in the amateur division. In the novice division, Frances McCarty, of Heppner, wrote 45 words a minute to win first place. Harriet Hager, also of Heppner, wrote 43 words to win second place. Edith Nickerson of Boardman was third.

Schools represented were Irrigon, Boardman, Ione and Heppner.

•

Texas

Wallace Currie of the South San Antonio High School won the Texas

(*Continued on page* 8)

On to London . . . and . . .
GLAD TO BE BACK!

By the Ambassadors of Sales, SEA *and* MORELAND

AFTER a splendid reception and Bon Voyage by the General Office and the New York Sales Organization, we settled down to what proved to be a most enjoyable crossing.

Landing in England, at Plymouth, we were met by E. O. Gilmore, newly appointed Managing Director, and his charming wife, who gave us one of the most delightful motor rides we have ever had. This drive of about 200 miles was through the English countryside, which is famed the world over for its unsurpassed beauty. It truly lived up to its reputation! We enjoyed a splendid luncheon at a delightful and colorful Inn at Exeter; a sight of Windsor Castle, among other historic spots, served to provide a most interesting and memorable approach to London.

The next day we visited the London office and met the entire staff. A never-to-be-forgotten luncheon was enjoyed at the CHESHIRE CHEESE, an eating house made famous by Samuel Johnson, Charles Dickens, and noted for steak and kidney pie, Yorkshire Pudding, toasted cheese and many other delicacies, including various liquid refreshments. We then motored about London and returned to the Hotel for a much appreciated rest.

The following day there were more motor trips. This time to Hampton Court, Ascot Race Course, and Croydon Airport. After tea at a delightful old Inn, we motored more miles and then relished dinner in another country tavern.

The next day found us having luncheon at world-famous Simpsons, followed by another drive through the interesting country.

On Sunday there was a motor trip to Brightons, a noted sea shore resort. We participated in tea, dinner, ale, wine, sweets—a continual round of pleasure marvelously provided for by our host and hostess, Mr. and Mrs. Gilmore.

Monday, with more sightseeing about London and a look through the shops and the wonderful decorations. This was followed with dinner at the Savoy, famed rendezvous of Americans and natives.

Glad to Be Back!

The S. S. Washington

Welcome Home!

Our Photographer, F. D. Lehn, Goes Artistic

On Tuesday, the night of the big "DO," as the boys in London call it, the banquet and formal reception of the visitors from the United States. About seventy-five persons sat down to a very fine dinner, which included "all the trimmings," as we say.

After the toast to the King, proposed by Mr. Gilmore, many others were proposed, including those by the visitors to our hosts.

After dinner formal welcomes were extended to us, first through the reading of a telegram of greetings and congratulations from Mr. E. A. Trefzger, followed by Messrs. Gilmore, Sleath, Lansley, Thorley, Austin and Cox of the British Sales Organization, with responses and congratulations to the British Organization upon the winning of the President Wagoner Trophy. It was a splendidly planned evening and one that will live with us in memory to the end of our days.

On Wednesday—May 12th—The Day—we got up at six o'clock so that we could get to our Coronation procession seats at the Dorchester Hotel before the entrances to the parade territory were closed. We were in our seats at 8 o'clock and the parade itself was not expected to pass until 2:30. Our reviewing stand was on the roof of one of the finest hotels in London and every convenience and comfort was provided for us. Breakfast—Bouillon at 11—Luncheon, including champagne, at 1:30, and, of course, a continual broadcast of events in Westminster Abbey before, during and after the Coronation ceremony. It was all very interesting and pleasurable with a jolly crowd in our section of at least 200 from all parts of the world, as our roof mates.

Finally came the Coronation procession—a pageant of infinite beauty and variety, with regiments of Great Britain and her Colonies, represented by their best, man and beast, in gorgeous uniforms and trappings—marvelous bands—and then the nobility—Royal and Lay preceding the Royal Coach of gold with the newly crowned King and Queen. It was a parade, a pageant, an ovation in a day of thrills, outstanding to us, and

British Sales Organization Greets "Ambassadors"

undoubtedly the ultimate in excitement to all British subjects!

We decided to go to Paris, where we arrived on Saturday, the 15th of May. Losing no time that night, we visited the Bal Tabarin and the Sherazade, really fine night spots, with wonderful floor shows and music par excellence.

Sunday was spent sightseeing in Paris — Arc de Triomphe — Eiffel Tower — Champs Elysees — Notre Dame—Rue de la Paix Cafe, interesting and very beautiful and providing a full day of exquisite delight. Monday was a holiday—Pentecost. We went to see the Palace at Versailles and it was all that we had imagined it to be—and more. It is beautiful beyond description. Renowned paintings, tapestries and works of art supreme in abundance.

Saw Malmaison—the home of Napoleon and Josephine—with original furnishings which, of course, were very interesting, especially to Mrs. Sea.

On our return drive we went by the then incompleted Paris Exposition grounds and saw enough to be certain that it will be worth while seeing. Evening—The Folies Bergere—Josephine Baker, et al. The stage settings were truly gorgeous.

On Tuesday, the Paris Office was visited and we were most cordially received by Mr. Bardin Bouchard. The afternoon was spent on the Boulevards, the shopping districts, and the Cafes with Elie Metchonkoff and Georges Massett. We dined with them at the Hotel Du Pavillon. It was a very fine day indeed.

On Wednesday, after a train ride down to Havre, we embarked on the S. S. Washington for home.

It was our privilege to see at about 7 P.M. the wonderful array of battleships assembled for the Coronation review off Spithead. Our ship ran down a line, about two hundred yards wide and twenty miles long, made up of ships of all descriptions representing seventeen nations. Each ship was all dressed for the review to be held beginning at 6 A.M. the following morning. As our contest announcements worded it—"IT WAS THE SIGHT OF A LIFETIME." Thursday we left Cobh and we arrived in New York City on May 26th. Needless to say, we were glad to be home again.

The crossing on the S. S. Harding was fine. Our stay in London and the Coronation never-to-be-forgotten events, our trip to Paris was most enjoyable, and our very pleasurable return trip on the S. S. Washington will never be forgotten. We are thankful that it was possible for us to enjoy all this and we thoroughly appreciated every minute of it.

We are glad to be back in the United States and we shall settle down to our work happy in the memory of a worth while dividend—THE THRILL OF A LIFETIME!

•

The London Report

IN offering such an outstandingly unique and valuable prize as a Coronation trip to England to the two leading American salesmen, the donor doubtless knew that the interest of the trip would be enhanced by the warm-hearted welcome and hospitality of the London Underwood Elliott Fisher Organisation, but even he had no conception of the pleasure that it actually gave the British Organisation to meet the winners and contribute in some slight measure to the enjoyment of two such delightful colleagues, with the added enjoyment of having the pleasure of the company of such a charming aide-de-sales as we are sure Mrs. Sea must be to her husband.

The American Ambassadors of Sales were met at Plymouth by Managing Director E. O. Gilmore, who welcomed them on behalf of the British Organisation. Althongh there is some suspicion that the drive to London was not conducted at a halting pace, it gave the guests an opportunity of seeing the British countryside, now at its best, and many

features of historical interest on their drive to London.

London, beflagged and gay, full of foreign visitors, with troops and representatives from every part of the Commonwealth, was theirs, to do and see whatever they wished, free from the problems of Double Crossfooters and 8150-P-5, etc., etc.

After a very hectic three or four days of sight-seeing, and on the eve of the Coronation, Phil and Boyd, as they were now known to all (having penetrated the alleged "English Reserve") were the guests of honour of the London Sales Force at their Coronation Banquet.

The photograph shows, standing, Chairman E. O. Gilmore, with our guests on either side, supported by J. F. Austin and W. G. Lansley, Typewriter London Branch Manager and Accounting Machine London Branch Manager, respectively. Mr. Lansley, now elevated, succeeds Mr. Gilmore as Sales Manager, Accounting Machines, a well-earned and very popular promotion.

Before dinner, the Chairman read out a telegram received from Mr. E. A. Trefzger, in Continental Europe, regretting his inability to be present and sending best wishes for a happy evening, to which, at the unanimous wish of all present, a suitable response was wired.

After the toasts of "The King" and "The President of the U. S. A." the Chairman proposed the health of Mr. P. D. Wagoner, "Our Governing Director," which was received with great enthusiasm, as were also the toasts to Mr. M. S. Eylar and the sponsor of the Contest, Mr. L. C. Stowell.

At 8 P.M., by arrangement, the health of our late Managing Director was proposed, he reciprocating at the same time from across the Channel.

Our guests got a lot of kick out of the English custom of taking wine with whom they pleased. Phil, for instance, who, by this time had acquired quite an Oxford-cum-Cockney accent, delighted his hearers with sallies such as "Mr. Chairman, with your kind permission, I would like to take wine with the British Prize Winners," etc., etc.

On behalf of Mr. Trefzger, the Chairman presented the "President Wagoner Trophy" to the London Sales Force, to have, to hold and cherish for all time, and Mr. J. F. Austin accepting the Trophy on behalf of the combined London Sales Force, suitably responded.

The toast of the London Sales Force was given by the Chairman, who congratulated the British Organisation on their victory, particularly against such doughty opponents as the American Sales Force, and emphasised the wonderful sales record made by the London Sales Force, which contributed so much in making the President's Trophy take an ocean trip. An appropriate response was made by Mr. W. C. H. Rogan, London Accounting Machine Salesman, First Prize Winner in the British Organisation.

The honour of proposing the health of "Our Guests" was given to Mr. W. F. Sleath, Typewriter Sales Manager, to which both guests responded, congratulating the British Organisation on their victory and on the fact that the Trophy was won outright, otherwise, we were assured, it would be taking another "Homeward Bound" ocean trip next year.

At the conclusion of the dinner, hands were linked and "Auld Lang Syne" and "Will ye no come back again" were sung lustily and sincerely. A visit to a show at which, in deference to our guests, striptease was taboo, completed a happy night.

So, if by the roll of the dice the British Organisation won the Contest, your admirable Ambassadors made their conquests, too. In effect, their visit may be said to have brought the American and British Sales Organisations very much closer together.

Bon voyage, and further success to them both!

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Speed on Parade

(*Continued from page* 5)

State Championship. He typed at the rate of 63.98 words a minute in the recent Interscholastic league contests held at Austin.

Typewriter salesmen can use these facts advantageously in selling machines to schools in their territories. Don't fail to drive home the fact that "the machine on which they'll earn is the machine on which they learn."

In Memoriam

B. C. Stickney

Burnham C. Stickney, 74, Patent Attorney associated with the Company for 35 years, died of a heart attack on June 11th.

During his association with the Company Mr. Stickney had secured patents on hundreds of devices which made the modern Underwood Typewriter possible. One of the most interesting developments was the typewriter keyboard for the Japanese language, which was adopted by the Japanese government.

Mr. Stickney was born in Portsmouth, New Hampshire, and studied law at the New York Law School. In 1905 he was admitted to the bar.

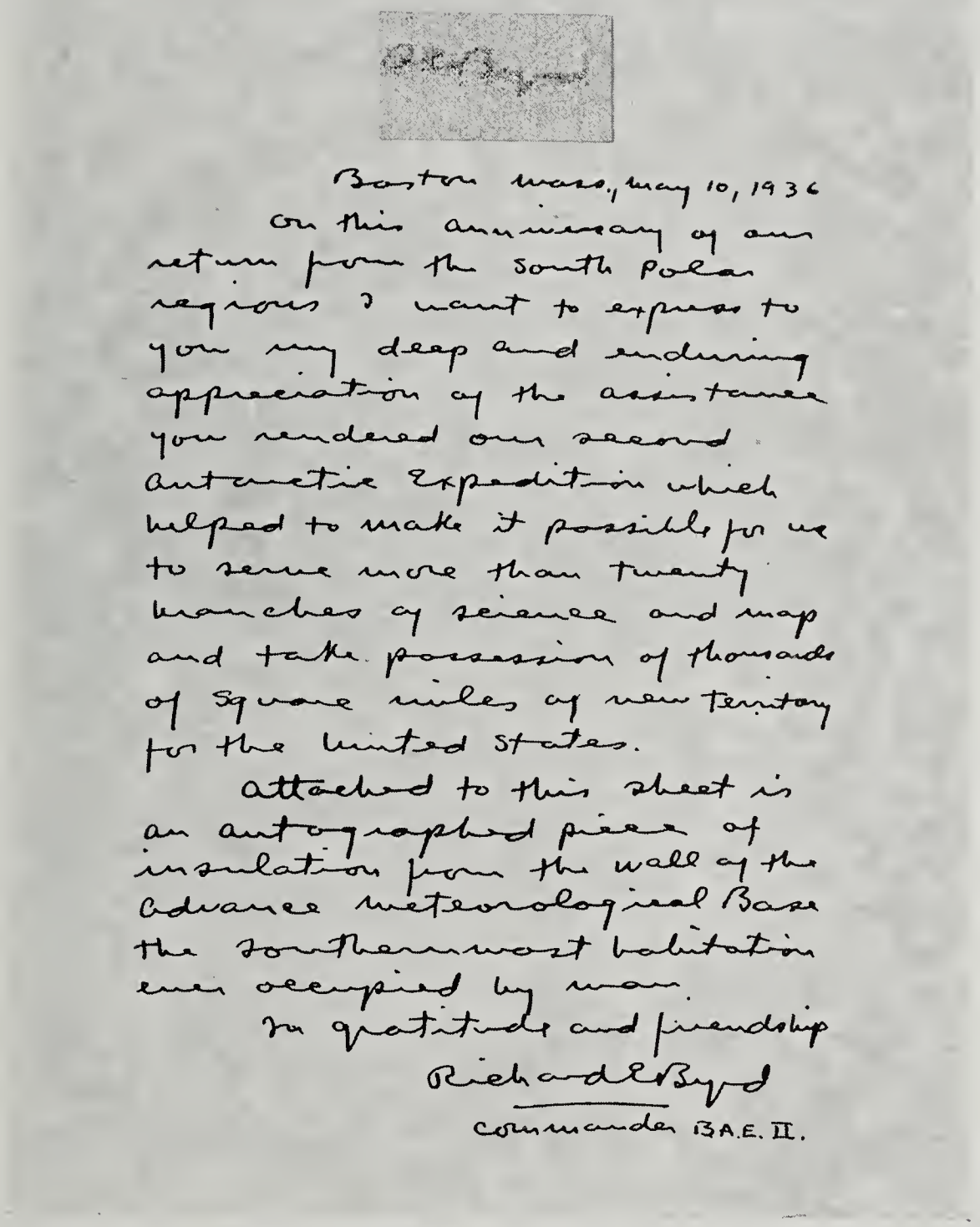
The deepest sympathy of the entire Organization is extended to Mrs. Stickney and three daughters.

W. B. Griswold

William Bulkeley Griswold, 66, Manufacturing Superintendent at the Hartford Works and associated with the Company for a period of 35 years, died on May 17th after a brief illness. Mr. Griswold was known to associates at the factory as one of The Four Horsemen, a friendly name applied to the four men who have been with the Company since its establishment in Hartford at the turn of the century. The other three are Charles D. Rice, John H. Garsden and W. F. Helmond.

Mr. Griswold was born in Plainville, October 10, 1871, and was educated in the schools of Plainville. He was first employed by the Company September 23, 1901, as a toolmaker. In 1904, he was advanced to the position of assistant to Mr. Garsden, then shop superintendent, and, in 1927, was made Manufacturing Superintendent.

To the members of Mr. Griswold's family who survive him the deep sympathy of the Organization is extended in their bereavement.



Boston Mass., May 10, 1936

On this anniversary of our return from the South Polar regions I want to express to you my deep and enduring appreciation of the assistance you rendered our second Antarctic Expedition which helped to make it possible for us to serve more than twenty branches of science and map and take possession of thousands of square miles of new territory for the United States.

Attached to this sheet is an autographed piece of insulation from the wall of the advance meteorological Base the Southernmost habitation ever occupied by man.

In gratitude and friendship

Richard E. Byrd

Commander B.A.E. II.

Dartmouth Honor To Admiral Byrd

THE degree of Doctor of Laws was bestowed on Rear Admiral Richard E. Byrd at the commencement exercises of Dartmouth on June 14th.

To Admiral Byrd, Doctor Hopkins said that: "Whether in the loneliness of No Man's Land, between life and death in the darkness of the polar night, denying yourself human succor securable only at the hazard of other human lives, or in the deliberate sacrifice of popularity among acquisitive groups in formulating public opinion against special privilege for your own professional class, you have proved yourself possessed of the glamorous and heroic qualities of the gentleman unafraid."

We are glad of this new honor bestowed to an enthusiastic Underwood booster. Underwood Typewriters were used by Admiral Byrd in his various expeditions. We reproduce a letter sent by Admiral Byrd to Mr. P. D. Wagoner, our President, when he expressed his appreciation of the assistance rendered by our organization.

PRIZE TROPHY STIMULATES PORTABLE SALES

CLYDE JUNGBLUTH, Sales Manager of the Portable Typewriter Division, announced that the Portable Division will award the beautiful plaque monthly to the Wholesale Portable Representative who secures the largest percentage of quota during the month. The plaque contains 12 individual sterling silver plates, each of which will bear the name and zone headquarters of the Wholesale Portable Representative who has secured the highest percentage of quota during the preceding month. The Wholesale Portable Representative who succeeds in having his name inscribed most frequntly during the year will obtain permanent possession of the trophy.

The first one to have his name inscribed was Dick Shay, of Detroit, Michigan, who succeeded in securing the highest quota percentage during the month of January. Harris Leland of New York won the honor in February. Bill Dietrick of Los Angeles had his name inscribed on the third plate and Harris Leland won again by securing the highest quota percentage during April—the second time in four months. In May the best performance was made by L. C. Hult of Denver.

"This prize trophy will be sent each month," says Mr. Jungbluth, "to the zone headquarters of the Portable Representative to whom it has been awarded for that month's

(*Continued on page* 15)

DISTRICT

ATLANTIC

Hartford

Leonard Brown has been recruited to our army of salesmen at the Hartford Branch Office, and we welcome him to our ranks.

•

We welcome, too, George Drakeley who has been transferred to this Branch Office from Bridgeport. He has joined the Sales Department, Accounting Machine Division.

•

Paul Modeen, serviceman, has become junior salesman for Ken Flanders. We know that Paul is going to be right at home in the selling field.

•

Jim MacGregor is always telling Scotch stories and here is one he states is true. Mac recently called on a prospect announcing himself as the Underwood Sundstrand salesman. He endeavored to trade-in a competitive make of adding machine. The allowance on the trade-in was $25.00, but the prospect insisted on getting $30.00. The discussion went on for some time and when it got to be after 5 o'clock, a friend of the prospect dropped in. The prospect turned to Mac and asked his name again.

"MacGregor," replied Mac.

Asked the prospect, "Is that Irish or Scotch?"

"Scotch," said Mac.

Turning to his friend, the prospect said, "That explains everything. No wonder I couldn't get the extra $5.00 out of a Scotchman."

—Associate Editor Seymour

•

Syracuse

Frank G. Cain, Adding Machine salesman, sold five Underwood Sundstrand 10140 P machines to the Syracuse Lighting Company. These machines were sold by Mr. Cain after demonstrating them in competition with other makes of adding machines. Our machines are used in other departments and are proving very satisfactory. The Underwood Sundstrand was chosen by the Purchasing Committee because of the simplicity of the keyboard, the multiplication feature and speed of operation. The machines will be used on inventory work.

—Associate Editor Felter

•

Bridgeport

On Saturday, June 4th, two boats were required to transport to Playland at Rye, New York, the UEF Bridgeport works employees and their guests for a record day's outing.

The Picnic Committee made the party a success. A great time was had playing soft ball and other beach sports.

The unanimous opinion of all who attended: "A good time was had by all!"

•

The Y. M. C. A. of Bridgeport recently held its Industrial Annual Dinner. Music was furnished by the Underwood Elliott Fisher Quartette. Their first appearance made a very fine impression judging from the newspaper reports and a letter received from R. C. Yeoman, Associate Secretary of the Y. M. C. A.

At this Industrial meeting, we had the largest representation of any industry in the city and were called upon to rise and take a bow to show our strength.

This is establishing good will for Underwood Elliott Fisher and no doubt will help our local sales offices in their contacts with the buying public.

—Associate Editor Sammis

EASTERN

Atlantic City

The Atlantic City Press recently ran a story to the effect that 1,600,000 persons see the local exhibits in a year. We quote from the article:

Evidence that national manufacturers believe the Atlantic City Boardwalk to be the "Show Window of America" is shown in the exhibits maintained by a number of them on the 'Walk over a period of years.

The Underwood Elliott Fisher Company, one of the long time exhibitors, has as its drawing card a giant typewriter that writes by electric power. Bookkeeping machines and other business machines are also displayed. It has been here 25 years.

BRIDGEPORT: The quartette includes, reading from left to right: H. Carlson, K. Swain, W. Tillman, and S. N. Beans. Mrs. F. Erickson, also employed at the Bridgeport works, accompanied the quartette.

DOINGS

ATLANTIC CITY: About 600 members of the Accounting Division of the Association of American Railroads met at the Traymore Hotel on June 2nd, 3rd, and 4th. Our Payroll Machines, Elliott Fisher Automatic Feed and Underwood Fanfold were exhibited and demonstrated.

Baltimore

We welcome to Baltimore Harry B. Walker, new Assistant Branch Manager. Mr. Walker is well known throughout the south and east.

•

Herman Needle, newly appointed salesman in the Adding Machine Division, is going places with the well-known ten-key keyboard machine.

•

We recently enjoyed a visit from Mr. Harry Crewdson. The meeting and informal talk given by the Typewriter Division Sales Manager was a real inspiration to salesmen of all divisions.

—Associate Editor Starr

•

Charlotte

Mr. H. M. Clapp has been transferred from the Charlotte territory to the Winston-Salem and Greensboro territory with headquarters in Winston-Salem for the sale of Accounting Machines.

•

Mr. E. C. Pixley, who has been Sub-Branch Manager in Raleigh, has been transferred to the Charlotte Office as Assistant to Manager McDowell. He will have charge of Accounting Machines in the Charlotte territory.

CENTRAL

Akron

SERVICE DEPARTMENT

We, ye 'umble correspondent, have had to do no end of scrambling to keep abreast of doings in the Akron and surrounding service departments of late. First off, someone got a round trip ticket all ready for Walter Duerr, past master on the Underwood Standard, so that he could take a little post-graduate work down east on the Noiseless. Duerr (in company with the Missus) had hardly thrown off his hawsers, when it became noised about that Walter Peters, from the Canton Office, was scheduled for instruction on Adding and Accounting Sundstrands and Noiseless Typewriters. Just why Peters should have been selected to keep an eye on Duerr —but anyhow, just about that time, in blew Ed Powell fresh from the Elliott Fisher training school, with more new-fangled ideas and theory than a dog has fleas. Well, we just got him cut down to our size again, when he disappeared, and the next thing we knew, he was down at the Canton Office, replacing the Elliott Fisher man who had resigned. Peters, by the way, just hailed in the other day, and the last we saw of him, he was headed for the Mansfield Office, for the purpose of converting theory into practice.

In the meantime, Robert (Bob to you) Anderson was transferred to the Canton Office on typewriters, and the Akron staff re-manned with one Yvon Fleury. Yvon, be it known, was recently graduated from one of our foremost local trade schools, and comes to us very highly recommended.

•

In view of this unprecedented activity, we thought our Service Department Manager, thoughtful, sagacious Harry Donathen, might have something to say of interest. After interviewing him, and blushing all the way to our ankles, we changed our mind, and decided to pass lightly over the whole affair.

•

SALES DEPARTMENT

The Akron Office now boasts a brand new typewriter salesman in their No. 2 Territory, in the person of J. L. (alias "Jimmy") Graham. Jimmy has had extensive experience in office equipment lines, and comes to us from a local dealer whose products he was handling with success. He goes to work with our best wishes and hearty cooperation.

•

Branch Manager Windsor has a new Secretary. Miss Frances Poling will soon assume full charge of Mr. Windsor's secretarial duties relieving Mrs. Jeannette Kirk. It was with the keenest regret that we learned of Mrs. Kirk's intention to retire. We know that she will be sorely missed by every member of the Akron staff. Our best wishes go with her, and it is our sincerest hope that she may have a full and happy life in the home she has helped to establish. And to Miss Poling, we wish success and happiness in her new work.

•

You all remember that Sales Contest that ran from the first of the year to the end of March. Well, shortly after April Fool's day, Branch Manager Windsor got a telegram from New York, asking him whether he wanted a Wrist Watch or a Pocket Model. It seems that the Missus decided he'd better have a wrist watch,

but anyway, one day after everyone had about forgotten the contest, a package came in that looked as though it might contain a couple of portable typewriters.

Now, according to well-established custom, typewriters are unpacked in the basement. This was no exception, but after the outside and several intermediate wrappings had been removed it began to appear that there really was something extraordinary inside.

After making sure that the dern thing wouldn't go off, we all gathered 'round, but still there were several reams of paper to be removed before anything could be seen. Finally, however, a small blue box was found, taining about as beautiful a wrist watch as we have seen.

The Service Department, where the unwrapping took place, reports that the rubbish man made an extra trip with wrapping paper; two men came to blows over who was to carry the watch upstairs; and that consternation was general in the department for several hours after the incident.

Branch Manager Windsor stated in an exclusive interview, as soon as he had recovered his composure, that it was the swellest timepiece he ever had and showed open resentment when it was suggested that each of the salesmen be allowed to wear it for a week to make sure that it was properly broken in.

—Associate Editor Wrentmore

•

Detroit

This branch recently had the pleasure of a visit from Mr. Clyde Jungbluth, Sales Manager of our Portable Division. All of his old friends were happy to see him and look forward to another visit soon.

•

Also, Mr. George Grim of the Auditing Department has been with us for the past several weeks and we have become acclimated to having an auditor at this branch.

•

We want to take this opportunity to publicly welcome F. L. Basserman to Detroit. Mr. Basserman has joined us in the capacity of Assistant Manager in charge of the Accounting Machine Division. We hope he likes us as well as we like him!

•

The betting waxes hot and heavy between the Detroit Accounting Machine and Typewriter Divisions, inasmuch as the Accounting Machine Division has wagered with the Typewriter Division they will beat them two to one in the Big Party Contest now running from coast to coast.

—Associate Editor Picard

•

Cleveland

It is now Cleveland's turn to honor and celebrate a thirty-third anniversary. On May 15th, Branch Manager F. E. Klima completed thirty-three years of loyal and faithful service

Frank E. Klima

with the Company. Hearty congratulations and best wishes for many more successful years is the personal message from every member of the Cleveland staff.

Since the last issue of the UEF News, the following new salesmen have been added to give Cleveland a full quota of man-power:

Accounting Machine Division—
C. T. Crane
Adding Machine Division—
Frank G. Plumb
C. E. Powers
W. F. Graney
Typewriter Division—
C. E. Keyser, who was transferred from the Akron Branch

To these new men we extend our best wishes for many successful and happy years with our Company.

—Associate Editor Porter

•

Louisville

Our Typewriter Sales Division has been augmented by the addition of a new member in the person of C. A. Muse. Welcome, Mr. Muse!

Grand Rapids

Salesman Lockhart made a very interesting sale last week. Here are the facts:

He has an 814OP Machine on trial with a firm which owns two different types of multiple keyboard machines. He followed up this trial to close the order and was advised that the multiple keyboard machines were able to run a certain set of figures, consisting of 1814 key depressions in less time than the Underwood Sundstrand Machine. The multiple keyboard operator's time was around 14 minutes, and they claim that our machine took 17 minutes.

Mr. Lockhart asked for the tape and returned to the office and asked Branch Manager Branchaud what could be the trouble. After looking over the tape very carefully it was found that there were 24 per cent ciphers. Mr. Lockhart and Mr. Branchaud then proceeded to four or five of our good users and had them run the same figures on the Sundstrand machine. Every one of our user's time was less than the multiple keyboard time, the fastest time being achieved by a young lady, Esther Signor, of the Corduroy Rubber Company. She did the work in nine minutes and fifty-five seconds.

The next morning the Corduroy Rubber Company called us and said they were sending a purchase order for an electric machine as some of the girls were using a manually operated machine and they would replace this machine with an electrically operated Sundstrand due to the fact that so much time could be gained.

The original firm that owns the multiple keyboards and has our machine on trial has not as yet signed the order, but it is certain this prospect will have no argument when this story is told, and when we show the proof of the speed of our machines.

—Associate Editor Drost

•

Cincinnati

The Cincinnati Accounting Machine Division has been fortunate in securing R. E. Kane as a local salesman. Mr. Kane comes to Underwood Elliott Fisher with a fine knowledge of accounting, having served as a cost accountant for such firms as The Frigidaire Corporation and the Talon Zipper Company.

•

During the month of May, the Cincinnati Adding Machine salesmen competed for a $5.00 straw hat. This

ST. LOUIS: Assistant Manager John J. Fox decided to dress up the window with an appropriate display to tell the world about the Shell Petroleum Corporation and the Class A Sundstrand Machines. Mr. Fox is responsible for Shell's using twenty of these machines.

hat was awarded to the salesman that secured the most trials during the month. W. J. Staun won by a straw, followed by A. Hasselback and R. N. Morgan.

•

Adding machine salesman R. A. Franks, Cincinnati, recently secured an order for four 10140-P's. Mr. Franks received this order after he successfully demonstrated the Sundstrand's ability to multiply by using the add and subtract motor bars. All competition, including adding machines and calculators, was eliminated by using this short-cut method.

•

They say that Harry White, Cincinnati typewriter salesman, should be nominated for Cincinnati City Manager. To date, Harry has been elected President of the Irish Fellowship Club and also President of the Norwood Chapter of Eagles.

—Associated Editor Staun

WESTERN

Kansas City

The Kansas City Bankers Convention recently held in Wichita was the means of picking up a lot of business on typewriters. We were also successful in convincing a number of those who attended the Convention on the merits of the Underwood Sundstrand.

Executives and employees of 21 banks throughout the state requested demonstrations of our products. This interest in UEF products is bound to result in some good future business.

•

Milwaukee

On May 29th, Mr. George H. Duke, Milwaukee shop foreman, became the husband of Miss Esther Carpenter. In the evening a reception was held at Miss Carpenter's home and all the UEF gang of Milwaukee and guests had a good time dancing and celebrating.

—Associate Editor Linderman

St. Louis

Ray Hartesvelt has joined the Typewriter Division as Junior Salesman and is getting off to a good start. Our best wishes to him!

•

Davenport

Hat's off to the Central Training School. Two days after E. R. Harrison, Accounting Machine Salesman, returned from Hartford he sold an Elliott Fisher Double Crossfooter, and the following week a Class "C" Sundstrand Accounting Machine. His total sales for the month were over 200% of his quota.

•

Serviceman Lee Wilcoxen has been transferred permanently from Davenport Main Branch to Galesburg, Illinois. *—Associate Editor Anglim*

•

Oscar Lindstrom, Serviceman at Wausau, is the proud father of an 8-lb. girl, born on May 29th. Mr. and Mrs. Lindstrom have named her Ruth Ann. We know Ruth Ann will grow up to be a petite, pretty and popular young lady.

•

Sales Agent George Altmann at Marquette, Michigan, has been doing a land office business with the schools of Upper Michigan. Some time ago he had booked orders for 185 new Underwoods, and will no doubt add to this before the summer is over. Good luck, George!

—Associate Editor Bretzke

OTTUMWA, IOWA: To Salesman Smith—Congratulations for his accomplishment in selling 50 typewriters to the Iowa Success School. This school has been in business for the past 25 years and is using Underwoods almost exclusively.

Chicago

District Manager Snow calls attention to the fine performance of Chicago's Salesman Arndt. In one month, his magnificent sales performance brought him the amazing total of 1,358.6% of quota!

W. F. Arndt

This is indeed an accomplishment and one that should serve as an inspiration to every man in the selling organization. Our congratulations tc All Star Salesman Arndt.

•

South Bend

Branch Manager and Mrs. Hazelton are receiving congratulations on the arrival of the anxiously awaited son and heir. W. A. Hazelton 3rd joined the family circle on April 29th, weighing in at 8 pounds 5 ounces. Mother and Walter 3rd are doing nicely. Dad is not fully recovered as yet.

To Salesman Seaman, congratulations for securing an order for 100 Standard Typewriters from the Studebaker Corporation. Mr. Seaman stressed the advantage of buying before the price increase, and, although he recently had received an order for 100 machines, he succeeded in securing the order for an additional 100 Underwoods.

ST. LOUIS: Branch Manager La Tourette with the "City Gang" during a regular Monday evening sales meeting.

PACIFIC

Denver

The Business School of the University of Colorado, located at Boulder, invited all manufacturers of office equipment to display their products on May 13th. We installed an interesting exhibit and made demonstrations on the Elliott Fisher, Sundstrand, and Underwood bookkeeping machines, the Fanfold with Carbon Roll attachment, and the various models of Sundstrand Adding Machines, as well as Noiseless, Standard and Portable Typewriters.

Branch Manager La Tourette and salesmen of the various departments were on hand to take care of the demonstrations.

•

Mr. J. F. Trontel has been promoted to the position of Foreman of our Service Department, succeeding Mr. J. A. Kelly, whose illness necessitates a rest for several months. We all hope that Mr. Kelly will have an early recovery.

•

Mr. B. P. Burnham, formerly of the Service Department, has taken a territory in the city as Junior Salesman. His ability as a service-contract salesman should make him a valuable addition to the Sales Division.

—Associate Editor Mitchell

ST. LOUIS: From H. B. Nixon, Wholesale Portable Representative, comes this interesting photo of the delivery truck used by the National Typewriter Company. Mr. H. J. Kerans owns and operates the National Typewriter Company. Mr. Kerans has three stores in his organization and he is a very loyal booster of Underwood Portable Typewriters.

SOUTHERN

Nashville

Knoxville Sub-Branch Manager Schaeffer secured an order for one Class D Sundstrand machine from the Brookside Mills, Inc., against full competition. The signed order was secured in the presence of one competitor, but he did not realize that this had happened until some time later. More power to Mr. Schaeffer!

BATON ROUGE: Sub-Branch Manager Bahan is very proud of the new truck to be used in traveling in the country territory. The young man shown with his proud Daddy is a future Underwood Salesman, L. P. Bahan, Jr. The gentleman at the right is J. B. Videau, our Portable representative.

The machine will be used for payroll sheet, ledger and check-voucher.

•

Chattanooga's Sub-Branch Manager Hackney obtained an order for two Class B machines. He, too, secured the order against full competition. This is our first sale of bank equipment in Nashville Consolidated. Our thanks to District Manager Hagan who enabled us to have our equipment demonstrated. One machine is being used for ledger and one for statements. Nashville Branch Manager Hickman was present at these two sales and expressed his appreciation for the way Mr. Schaeffer and Mr. Hackney handled their respective situations.

•

We welcome the following new faces:

E. C. Vinson, Typewriters, City Territory

F. W. Clark, Adding Machines, City Territory, formerly of the Service Department

Bill Lavender, Typewriters and Adding Machines in the Country Territory.

Knoxville

H. H. Harding, transferred from the Service Department to Typewriters and Adding Machines in the City Territory.

•

Chattanooga

H. E. Weber, Type and Adding Machines, City Territory.

We expect excellent results from these newcomers to the Sales Department.

—Associate Editor Pittman

•

The Word Game

Last Month's Word: ACCOUNTING

auto	conn	tong
account	coning	icaco
acting	outing	ingot
aunt	unto	gout
acoin	naut	goat
count	noun	giant
coin	noting	gaunt
cant	tuna	gnat
canto	toning	gain
coat	tango	gait
cutin	ting	guna
caning	tannin	gating
	tang	

(Continued from page 9)

distinguished performance. It will be displayed prominently in the Branch Office where the Wholesale Portable Representative has his zone headquarters. This is altogether fitting and proper, as the ability of the Wholesale Portable Representative, to secure the highest percentage of quota is due, in a measure, to the full cooperation he receives from it and the other Branches in his zone.

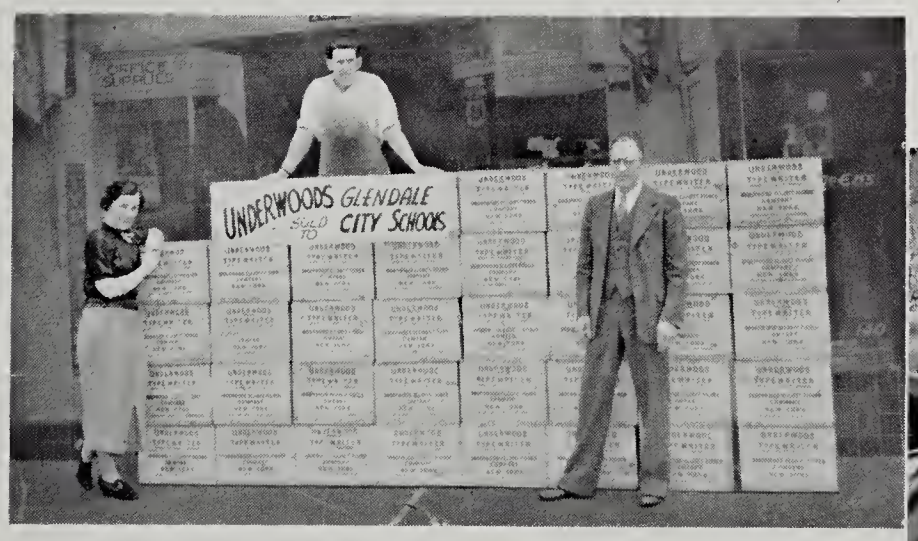
"This handsome trophy is of sterling silver mounted on beautifully grained walnut. It is approximately 11" x 15", and is especially pleasing in its simplicity and dignity of design. In forthcoming issues we shall keep you informed as to the Portable winner of the month.

•

Office Boy: "I et six eggs for breakfast this morning."

Bookkeeper: "You mean ate, don't you?"

Office Boy: "Well, maybe it was eight I et."



Congratulations to Mr. C. C. Webber! The snapshot shows the Webber Typewriter Company's new delivery truck and Mr. C. C. Webber's young son.

GLENDALE: Our Sales Agents, the Webber Typewriter Company, sold 31 typewriters to the Glendale Board of Education.

MISCELLANEOUS AND PERSONAL PARAGRAPHS

THE dream of every bowler came true for William D. Miller of the Latin-American Division of Underwood Elliott Fisher. Reecntly, he bowled a 300 game which earncd for him the Maplewood, New Jersey, Country Club's gold medal. Bill proudly displayed his trophy to onc and all at One Park Avenue.

•

TEN of the men from the General Office at One Park Avenue entered two five-men teams in the recent New York World Telegram Head Pin Tournament.

Since 120 is the highcst scorc possible to make, the score of 102 was cstablished as the necessary figure to be obtained in order to qualify for a medal.

Several of the boys came very closc to this figure, but W. E. Lippert was the only UEFman lucky enough, or skillful enough, to qualify for a medal by making a scorc of 108 points. Congratulations, Walt!

ONE of our Managers reports to us that the eminent Greek Philosopher, who went around searching with a lantern for an honest man, can come up into his territory—although the story is a little mixcd because thc honest man happens to be a lady.

This lady is thc Purchasing Agent for a company that for many years has becn a subsidiary of a very large customer enjoying maximum discounts. Recently, when the salesman was handed an order, he was told that the affiliation no longer existed and the lady was sure that they were not entitled to the maximum discount and would the salesman please check their cquipment, so that they could be rerated down to the discount to which they were entitled.

When last heard of, the salesman, muttering something about single and double about, was being led gently away by uniformcd attendants.

AT the recent General Meeting of thc Mexican Chamber of Commerce of the United States, Inc., Mr. Samuel Marín of the Latin-American Division was elected a Vice-President.

The Mexican Chamber is an organization which has been in existence for about fifteen years and has done much towards fostering commercial trade between the United States and the neighboring Republic of Mexico, as well as a better understanding between the people of the two countries.

Mr. Charles B. Williams, Latin-American representative, is a well-known figure in Mexico and has been an Honorary President of thc Mexican Chamber for many years.

Anagram Answer

Underwood Elliott Fisher

Associate Editors

Atlantic District

ALBANY, T. J. McMahon; BOSTON, C. H. Prentice; BUFFALO, Jack Tench; HARTFORD, A. A. Seymour; NEW HAVEN, H. F. Lyons; PORTLAND, P. S. Donovan; PROVIDENCE, W. Boehnke and W. T. Austin; ROCHESTER, Charlotte Smith; SPRINGFIELD, R. E. Ward; SYRACUSE, D. D. Felter.

New York District

NEW YORK, G. A. Meinecke, A. H. Peters and A. W. Beecher; Comptroller's Dept., J. H. Gilmore; Treasurer's Dept., W. V. G. Riblet; NEWARK, H. L. Young.

Eastern District

ALLENTOWN, M. E. Miller; BALTIMORE, Philip Starr; CHARLOTTE, W. R. McDowell; HARRISBURG, H. B. Taylor; PHILADELPHIA, L. H. Hilliard; RICHMOND, Ogarita G. Myers; SCRANTON, L. C. Jones; WASHINGTON, J. V. Brownell.

Central District

AKRON, L. D. Wrentmore; CINCINNATI, J. W. Staun; CLEVELAND, G. H. Porter; COLUMBUS, M. Brumfield; DETROIT, V. Picard; GRAND RAPIDS, M. W. Drost; LOUISVILLE, Ralph Elkin; PITTSBURGH, L. S. Webster; TOLEDO, J. V. Whitehouse; YOUNGSTOWN, K. E. Sechler.

Western District

CHICAGO, N. J. Van Dyne; DAVENPORT, F. M. Anglim; DES MOINES, E. M. Whitaker; GREEN BAY, C. B. Bretzke; INDIANAPOLIS, G. W. Hunt; KANSAS CITY, D. E. Conklin; MILWAUKEE, A. J. LINDEMANN; MINNEAPOLIS, S. S. Baker; OMAHA, Marion Dennis; PEORIA, A. V. Longenecker; ROCKFORD, C. R. Oehler; SOUTH BEND, W. A. Hazelton; ST. LOUIS, Edwin S. Staehle; ST. PAUL, J. C. Curtis.

Pacific District

BOISE, A. J. Salisbury; BUTTE, W. Crist; DENVER, W. H. Mitchell; EL PASO, M. M. Shaver; FRESNO, L. A. Weitz; LOS ANGELES, T. H. Lott; PHOENIX, G. G. Russell; PORTLAND, F. C. Aff; SACRAMENTO, A. G. Walsh; SALT LAKE CITY, Berenice Daley; SAN DIEGO, J. J. Voorheis; SAN FRANCISCO, Selma Stein; SEATTLE, Aurelia Lonseth; SPOKANE, L. W. Pickler.

Southern District

ATLANTA, Frances Morgan; BIRMINGHAM, F. A. Knowles; DALLAS, Billie L. Urie; HOUSTON, O. H. Cook; JACKSONVILLE, J. W. Roberts; MEMPHIS, G. L. Frymire; NASHVILLE, J. A. Pittman; NEW ORLEANS, J. L. Videau; OKLAHOMA CITY, Elsie Gibbs.

Service George Bender.

Service School M. W. Singiser.

Foreign

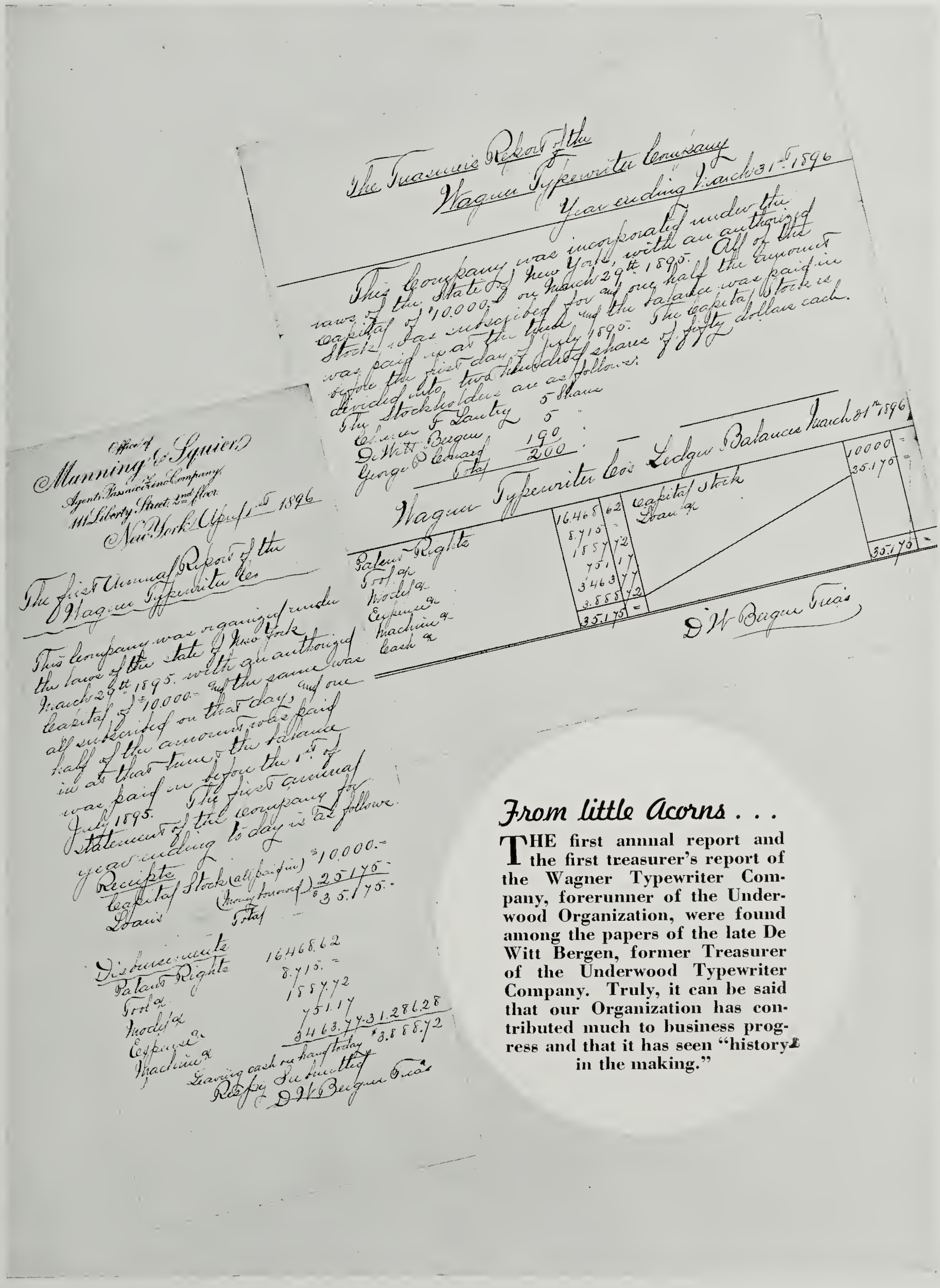
AUSTRIA, K. Weiss; AUSTRIA AND BALKANS, S. Surmagne; BELGIUM, J. LePas; BULGARIA, E. Warthanesian; CANADA, J. L. Seitz; CZECHOSLOVAKIA, K. Tuebner; CYPRUS, Miss A. Marcouillides; DENMARK, A. Laursen; ENGLAND, E. O. Gilmore; ESTONIA, Karl Raid; FRANCE, L. Grandjean; HUNGARY, Dr. P. Kovacs; ITALY, Dr. G. G. Roseo; LATVIA, P. G. Stahlberg; NORWAY, D. Bentzen; PALESTINE, B. Kushner; SPAIN (BARCELONA), E. Truniger; SWEDEN, B. Henning; SWITZERLAND, Fritz Beetsehen; SYRIA, J. C. Khouri.

Export

F. D. Lehn.

Central Training School

Leo T. Osmon.



The Treasurer's Report of the
Wagner Typewriter Company
Year ending March 31st 1896

This Company was incorporated under the laws of the State of New York, with an authorized capital of $10,000.- on March 29th 1895. All of the Stock was subscribed for and one half the amount was paid in at the time and the balance was paid in before the first day of July 1895. The capital Stock is divided into two hundred shares of fifty dollars each. The Stockholders are as follows:

Chester F Lantry	5 Shares
De Witt Bergen	5 "
George P Conard	190 "
Total	200 "

Wagner Typewriter Co's Ledger Balances March 31st 1896

Patent Rights	16.468	62	Capital Stock	10000 =
Tool a/c	8.715	=	Loan a/c	25.175 =
Model a/c	1887	72		
Expense a/c	751	17		
Machine a/c	3463	77		
Cash a/c	3.888	72		
	35.175	=		35.175 =

D W Bergen Treas

Office of
Manning & Squier
Agents Passaic Zinc Company
111 Liberty Street 2nd floor
New York April 1st 1896

The first Annual Report of the
Wagner Typewriter Co

This Company was organized under the laws of the State of New York March 29th 1895. with an authorized capital of $10.000.- and the same was all subscribed on that day, and one half of the amount was paid in at that time & the balance was paid in before the 1st of July 1895. The first annual statement of the company for year ending to day is as follows.

Receipts

Capital Stock (all paid in)		$10.000.-
Loans	(Money borrowed)	25175.-
	Total	$35.175.-

Disbursements

Patent Rights	16468.62	
Tool a/c	8.715.-	
Model a/c	1887.72	
Expense a/c	751.17	
Machine a/c	3463.77	31.286.28
Leaving cash on hand today		$3.888.72

Respy Submitted
D W Bergen Treas

From little Acorns . . .

THE first annual report and the first treasurer's report of the Wagner Typewriter Company, forerunner of the Underwood Organization, were found among the papers of the late De Witt Bergen, former Treasurer of the Underwood Typewriter Company. Truly, it can be said that our Organization has contributed much to business progress and that it has seen "history in the making."

"The typist must be pleased!"

—THAT'S THE BASIS OF

Underwood Leadership

Touch Tuning—A single stroke of Underwood engineering genius saves the operator a ton* of dead-weight lifting every business day. The typist *must* be pleased!

Champion Keyboard—Broken finger nails, aching finger tips become things of the past. Underwood engineering scores again! The typist *must* be pleased!

Cushioned Typing—Shock, vibration and noise are absorbed—the entire action of the Underwood made quieter—by scientific cushioning at strategic points. The typist *must* be pleased!

Year in and year out, American business, like the American school, makes the Underwood its first typewriter choice and *knows* that when you give a typist a machine she really likes she'll do a better typing job. The typist *must* be pleased!

Telephone our nearest Branch for a free trial.

*Tests prove the Underwood type-bar requires *less lifting energy* by more than two ounces—thus saving more than a ton of energy every business day.

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"The typist must be pleased!" That's true! Tell the typists in your territory the advantages of the UNDERWOOD.—*W. F. Arnold.*

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